



## CITY OF LODI

## COUNCIL COMMUNICATION

AGENDA TITLE: Approve Specifications and Authorize Advertisement for the Dial-A-Ride Radio System

MEETING DATE: May 5, 1993

PREPARED BY: Assistant City Manager

RECOMMENDED ACTION: That the Council approve revised specifications and authorize the re-advertisement for Requests For Proposals (RFPs) for a Dial-A-Ride radio system.

BACKGROUND: The City received proposals in response to a Request for Proposals from Lagorio Communications and Motorola Communications. McGee Communications came to the Council meeting of April 7, 1993 with an entirely different proposal which could have been submitted on time. The City Council rejected all submitted proposals and requested staff to review the entire matter. Staff contends that radio compatibility and integration with other City departments is preferential over branching off with an incompatible system. The transit fleet will continue to grow with the addition of a fixed bus route system next year. The ability to work directly with the Public Works Department garage staff will be invaluable should a vehicle be unexpectedly taken out of service while carrying passengers.

A revised RFP is hereby submitted which provides an opportunity for vendors to submit proposals with a total of six options.

I. Purchase a radio system compatible with the City's existing 800 Mhz Trunked System.

II. Lease/Purchase a radio system compatible with the City's existing 800 Mhz Trunked System.

III. Lease a radio system compatible with the City's existing 800 Mhz Trunked System.

IV. Purchase a radio system which is not compatible with the City's existing 800 Mhz Trunked System, but which will provide adequate radio communications.

V. Lease/Purchase a radio system which is not compatible with the City's existing 800 Mhz Trunked System, but which will provide adequate radio communications.

APPROVED \_\_\_\_\_

THOMAS A. PETERSON  
City Manager



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VI. Lease a radio system which is not compatible with the City's existing 800 Mhz Trunked System, but which will provide adequate radio communications.

Staff worked with McGee Communications to ensure they would not be excluded or otherwise discouraged from submitting a proposal to the City. Elements of the original RFP which have been specifically deleted include the following:

1. "The radio system will operate on an existing trunked system licensed by Lagorio Communications operating from Bear Mountain. The radios must be capable of subgrouping to facilitate communications among various departments. APCO 16b public safety capability is a desirable system element which will allow for future application."
2. "Alerted paging with no external equipment".
3. "Quick call capability".

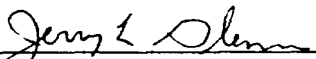
The following language still is included in Option I, II, and III:

"Vendors offering a system comparable to the 800Mhz Trunked System now in use in the City of Lodi, incorporating the features listed above, giving effective coverage throughout the previously described geographical area are invited to submit a proposal to furnish, program, deliver and install such a system for the City of Lodi."

The APCO 16b requirement has been eliminated as it is not an issue and did not and will not have a bearing on responses by vendors.

FUNDING: Transportation Development Act (TDA) Funds

Respectfully submitted,

  
\_\_\_\_\_  
Jerry L. Glenn  
Assistant City Manager

JLG/vc

REQUEST FOR PROPOSALS

COMMUNICATIONS SYSTEM  
FOR CITY OF LODI  
DIAL-A-RIDE PROGRAM

The City of Lodi invites proposals from qualified suppliers to furnish, program, deliver and install a radio system for the City's Dial-A-Ride intracity public transportation program.

The designated system consists of 13 mobile radios, one hand-held portable radio, one desk charger, one desk set, and one control station. The range for radio coverage is the City limits and the community of Woodbridge, or approximately 12 square miles. The Dial-A-Ride program operates up to 12 hours a day, seven days a week.

The desired system should consist of, but not be limited to, the following features:

- Priority level definition in a multi-channel environment
- Selective addressing
- Privacy channeling
- 99% coverage of Lodi/Woodbridge area
- 98% assured airtime access
- Failure mode backup guarantee
- Busy que and call-back

Vendors offering a system comparable to the 800Mhz Trunked System now in use in the City of Lodi, incorporating the features listed above, giving effective coverage throughout the previously described geographical area are invited to submit a proposal to furnish, program, deliver and install such a system for the City of Lodi.

Suppliers submitting proposals must have demonstrable knowledge and experience with trunked systems applications. Additionally, each proposal must include a list of professional references citing successful installations.

The deadline for submitting proposals is 3:00 p.m. Wednesday, May 19, 1993.

Questions regarding this project may be directed to Janet S. Keeter, Administrative Assistant to the City Manager, at telephone number (209) 333-6700.

Joel E. Harris  
Purchasing Officer  
City of Lodi

## PROPOSAL INSTRUCTIONS

### I. ADMINISTRATIVE INFORMATION

#### 1. Vendor's Responsibilities

The City of Lodi will receive sealed proposals to furnish, program, deliver and install a radio system as described herein.

Responses to this Request for Proposal must be received by the City of Lodi no later than

3:00 p.m. Wednesday, May 19, 1993.

Proposals must be clearly marked "Proposal - Radio System", and should be delivered to

City of Lodi Administration Department  
Attn: Janet S. Keeter  
221 West Pine Street      P O Box 3006  
Lodi CA 95240              Lodi CA 95241-1910

Proposals received after 3:00 p.m. Wednesday, May 19, 1993 will be returned to the proposer unopened.

Vendor should read and understand the information and instructions for responding to this Request for Proposal.

Vendor shall comply with all federal, state and local laws, ordinances and regulations which in any manner affect this project.

Vendor shall provide satisfactory proof of liability, casualty and workers' compensation insurance in amounts and with coverage satisfactory to protect both vendor and the City of Lodi from claims, damages or issues by any employee of vendor or City of Lodi which may arise from the installation or operation of the system, or from damages under any contract awarded as a result of this RFP.

Failure to respond to any requirements outlined in this Request for Proposal, or failure to enclose copies of the required documents, may disqualify the proposal. Vendors declining to submit a proposal in response to this request should so advise in writing to preclude exclusion from future proposal requests.

All responses shall be a firm offer valid for no less than ninety (90) days and will be regarded by the City of Lodi as vendor's best and final offer.

The City of Lodi reserves the right to reject any or all proposals, and to modify system component list to best serve the needs of the City.

## I. ADMINISTRATIVE INFORMATION (continued)

### 2. General Instructions

This Request for Proposal outlines the requirements for a radio system to be used in the City's Dial-A-Ride public transportation program.

Vendors are invited to submit "purchase", "lease-purchase", and "lease" proposals for either or both of the following options:  
1) a system compatible with the existing City of Lodi 800Mhz trunked system;  
2) a system incompatible with, but comparable to, the City's existing 800Mhz system.

The system offered by the vendor shall be comprised of new equipment, all major components of which must be produced by established manufacturers.

FOB point is Lodi, California, equipment programmed, delivered and installed.

The information contained in the RFP, and RFP itself, is provided for the sole use of vendor in preparing the proposal, and shall not be disclosed to any other person or business not having a direct interest in the proposal. Technical information in the vendor's proposal which is of a proprietary nature should be so noted by the vendor.

The vendor shall hold harmless the City of Lodi, its officers, agents, and employees, from liability of any nature or kind due to unauthorized use of any copyrighted composition, trade secret, patented or unpatented equipment, articles or appliances furnished or used in any order made pursuant to this RFP, and agrees to defend, at vendor's sole expense, any and all actions brought against the City of Lodi as a result of such unauthorized use.

### 3. Technical Overview and Requirements

System requirements are:

- 13 Mobile Radios, 10-watt (minimum), (minimum 8-channel sub-fleet selector desirable);
  - 1 Hand-held portable, 3-watt, (minimum 8-channel sub-fleet selector desirable), soft whip antenna, carrying case;
  - 1 Desk Charger;
  - 1 Control Station, 15 watt;
  - 1 Desk Set, with clock and internal mic;
- Other component parts which will be necessary for proper system operation (antenna, transmission line, etc.).

I. ADMINISTRATIVE INFORMATION (continued)

3. Technical Overview and Requirements (continued)

The desired system should consist of, but not be limited to, the following features:

- Priority level definition in a multi-channel environment;
- Selective addressing;
- Privacy channeling;
- 99% coverage of Lodi/Woodbridge area;
- 98% (minimum) assured airtime access;
- Failure mode backup guarantee;
- Busy que and call-back.

Range of Coverage: City of Lodi within City Limits, and the unincorporated community of Woodbridge; approximate area is 12 square miles.

4. Pricing

Vendor shall specify pricing using the following outline:

- a. Hardware - specify manufacturer, model number, and description for each item proposed, unit prices, total price, lease/purchase options, and lease options for the units delivered to the installation site in Lodi;
- b. Programming and Installation;
- c. Taxes;
- d. Services (activation, training, and consultations), and transmission costs;
- e. Discounts available for prompt payment, accelerated payment, or early payoff of lease.

5. Vendor References

Submitted with the proposal, vendor shall provide a list of three local (Lodi, Stockton, Sacramento) business references, including contact name, telephone number, and type of system installed.

6. Literature

Vendor shall provide equipment brochures, with specifications and equipment capabilities, submitted with proposal.

I. ADMINISTRATIVE INFORMATION (continued)

7. Proposal Format

Proposals should be submitted using the following format:

- a. Business Overview - Letter of Introduction
- b. Proposal: Option 1 Equipment Description;  
Option 1 Pricing, as described in Section I.4;  
Option 1 Warranty information (see Section I.9.c);  
Option 1 exceptions or deviations (if any) to system requirements;
- c. Proposal: Option 2 Equipment Description;  
Option 2 Pricing, as described in Section I.4;  
Option 2 Warranty information (see Section I.9.c);  
Option 2 exceptions or deviations (if any) to system requirements, and extent of incompatibility with City's existing system;
- d. Description of system operating environment, including ownership of and responsibility for operation of trunked and/or conventional repeater system(s) on which communications using proposed equipment would depend;
- e. Supplier Questionnaire (see Page 8, attached hereto);
- f. References of Previous Installations, as described in Section I.5;
- g. Product Literature.

8. Proposal Evaluation

The City of Lodi will evaluate proposals on the basis of:

- a. Ability to meet technical requirements;
- b. Equipment features proposed and their applicability to the needs of the City of Lodi;
- c. Equipment reliability as evidenced by the number of similar systems installed and maintained by the vendor;
- d. Vendor's installation and maintenance capabilities and field service support of proposed system as evidenced by testimony of current users of similar equipment;
- e. Vendor's/manufacturer's reputation, financial stability, competitive standing and commitment to the communications industry;
- f. Total system costs relative to the needs of the City,
- g. Information provided on Supplier Questionnaire.

9. Other Terms and Conditions

Any contract awarded as a result of this Request for Proposal and proposal submitted by vendor shall be subject to the following terms and conditions, in addition to other terms and conditions described herein:

- a. Purchase Orders: Any purchase made by the City of Lodi pursuant to this RFP will be by Purchase Order, and all terms included in this RFP will be binding.
- b. Payments: Payments shall be made, upon submission of acceptable invoice, for equipment specified in purchase order, delivered, installed, and accepted by the City of Lodi. Invoices shall indicate sales or use taxes as separate items apart from the cost FOB delivered and installed. Purchase order number and equipment description shall appear on invoice. Invoice shall be rendered in duplicate.

Full payment by the City shall not release supplier of supplier's responsibility to fully carry out his obligations under any purchase contract made pursuant hereto, nor be construed by supplier as acceptance of the equipment by the City.

- c. Warranties/Guarantees: Supplier shall warrant with respect to goods purchased that (1) Supplier has good title to the equipment sold, (2) the equipment conforms with representations made by vendor in proposal, (3) the equipment is fit for the purpose for which it is purchased, (4) the equipment is merchantable, (5) the equipment has no latent defect, and (6) the equipment will have been manufactured in a good workmanlike manner using the highest quality materials in conformity with the best standard practices. In addition to any other warranties described herein, vendor shall repair or replace, at no expense to the City of Lodi, any equipment or parts which develop defects or fail due to faulty material, workmanship, or design within a period of at least one year after the equipment has been accepted by the City.
- d. Proposer agrees that the only persons or firms interested in any submitted proposal, as principal or principals, is shall be named in the proposal, and that no other persons or firms than listed therein have any interest in the proposal, that the proposal shall be submitted without connection with any other person, company, or parties making a proposal, and that it is in all respects fair and in good faith, without collusion or fraud.



9. Other Terms and Conditions (continued)

- e. Proposal shall be signed by a representative of the company fully authorized to bind the company to the terms and conditions of this RFP and any purchase made pursuant hereto.

SUPPLIER QUESTIONNAIRE

1. Is supplier currently able to provide system(s) as herein described and proposed?    Yes \_\_\_\_\_    No \_\_\_\_\_.

If "No", please list exceptions: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2. Delivery Leadtime after vendor's receipt of order: \_\_\_\_\_ weeks.

3. Installation time after delivery: \_\_\_\_\_ weeks.

4. Test time after installation: \_\_\_\_\_ weeks.

5. Payment terms: \_\_\_\_\_

6. Are Lease/Purchase plans available and included in the proposal for this equipment? If so, please describe in a separate sheet and attach to your proposal under the "Pricing" section.

7. What levels of service and repair parts support are available?

Locally (within 4 hours): \_\_\_\_\_

Regionally (within 24 hours): \_\_\_\_\_

Questionnaire completed by \_\_\_\_\_